



Department of the Army Small Business Program



The Army's Residential Communities Initiative (RCI)
U.S. Army Hawaii Industry Forum
August 28, 2002

Ms. Tracey Pinson

Director, Office of Small and Disadvantaged
Business Utilization (SADBU)

Office of the Secretary of the Army



VISION



As An Integral Part Of The Army Team, We Will Be The Premier Small Business Organization In The Federal Government, Changing To Meet The Challenges Of Today, Tomorrow And The 21st Century.



MISSION



**Advise Army Secretariat
on Implementing Laws
Concerning the Small
Business Program**

**Enhance Ability of SB,
SDB, WOB and HBCU/MI to
Participate in Army
Contracting Programs**

**SMALL
BUSINESS
ADVOCATES**

**Afford Equitable
Opportunity for SB to
Provide Quality Goods and
Services at the Best Value**

**SERVICE
ORIENTED
TEAM**

**Establish Challenging
Small Business Goals for
Army Major Commands**

**Provide Policy Guidance,
Direction and Education to
the Army Acquisition
Community**



Army Prime Contract Awards FY 01



	Total Dollars	Achieved	OSD Assigned Goal	Nat'l Goal
US Business	\$33,797			
Small Business	\$ 9,204	27.2%	28.7%	23.0%
Small Disadvantaged Business	\$ 3,063	9.1%	5.0%	5.0%
Women-Owned	\$ 1,346	4.0%	5.0%	5.0%
HUBZone Small Business	\$ 540	1.6%	2.0%	2.0%
Service Disabled Veteran-Owned SB	\$ 68	0.2%	3.0%	3.0%

Dollars shown in millions



RCI Contract Awards as of April 30, 2002



	Awards to Ft. Hood, TX	Awards to Ft. Carson, CO	TOTAL
Prime Contracts	\$24,063	\$65,987	\$90,050
Small Business	\$16,720	\$36,474	\$53,194
Small Disadvantaged Business	\$ 2,095	\$ 1,906	\$ 4,001
Women-Owned	\$ 5,604	\$ 3,443	\$ 9,047
HUBZone Small Business	\$ 793	\$ 0	\$ 793
Service Disabled Veteran-Owned SB	\$ 560	\$ 0	\$ 560

Dollars Shown in thousands



Army Subcontract Awards FY 01



	TOTAL DOLLARS	ACHIEVED	GOAL
US Business	\$3,362		
Small Business	\$1,898	56.4%	62.5%
Small Disadvantaged Business	\$ 296	8.8%	5.0%
Women-Owned	\$ 279	8.3%	5.0%

Dollars Shown in millions



DOD Pilot Mentor-Protégé Program

Established 1991 - P.L. 101-510



- **Provides Incentives to Prime Contractors to Enhance the Technical Capability of SDBs to Perform as Suppliers**
- **Prime Contractors may be Reimbursed Labor Costs or Allowed to Credit Costs Toward Subcontracting Goals**
- **WOSB eligible as Protégés IAW FY2001 Defense Authorization Act (published in the Federal Register 11Sep01)**
- **Army currently has 20 Mentors and 27 Protégés**
- **Army Pilot 8(a) Graduate Mentor-Protégé Program**
 - **Pilot within a Pilot**
 - **14 Mentor-Protégé teams approved so far**



The Veteran-Owned Small Business Program



- The Veterans Entrepreneurship and Small Business Development Act of 1999 (P.L. 106-50)
 - Established new assistance programs for veteran-owned and service-disabled veteran-owned small businesses
 - Established 3% goal for awards to service-disabled veteran-owned small businesses
- Working with VA to identify veteran-owned small businesses interested in doing business with the Army



Small Business Program Reinvention



USD(AT&L) MEMO DTD 5/16/01

➤ ESTABLISHES A SINGLE RATING FOR OVERALL PROGRAM PERFORMANCE

- Annual Improvement Plan
 - Identify 3 Initiatives for added focus
- Performance Targets
 - (FY02-06) Base YR2000
- OSD SADBUE to consult with Services on Targets
- Awards Program for DoD Activities, DoD Personnel, and Small Businesses
- Training for Acquisition Personnel
- Semi-Annual Reporting

➤ HOLDS SENIOR LEADERSHIP ACCOUNTABLE FOR SB PROGRAM SUCCESS



RCI

Small Business Program Initiatives



- RCI Solicitation Encourages Small Business Participation
- SADBU Involved in all Evaluations
- SADBU Participation in Industry Forums
- SADBU Participation in the Community Development Management Plan (CDMP) Negotiations
- Assign Major Command Small Business Specialists to Evaluation Teams



WEB SITES



Army SADBUD HOMEPAGE

<http://www.sellingtoarmy.info>

Army RCI HOMEPAGE

<http://rci.army.mil>

**Centralized Contractor
Registration (CCR)**

<http://www.ccr.gov>

**Army Contracting Agency
(ACA)**

<http://aca.saalt.army.mil>

**Small Business
Administration (SBA)**

<http://www.sba.gov>



**Making a
Difference
For Small
Business**

Small Business is Big Business for the Army

Let's Continue the Dialog !